## Summary of Key Listing and Sales Metrics

A summary of the key metrics selected to be included in the report. MLS sources where licensed.

| + / -  | YTD 2017      | YTD 2018      | + / -  | Jun 2017      | Jun 2018      | Key Metrics                    |
|--------|---------------|---------------|--------|---------------|---------------|--------------------------------|
|        |               |               |        |               |               | isting Activity Charts Metrics |
| -5.6%  | 90            | 85            | -5.6%  | 90            | 85            | New Listing Count              |
| -11.6% | \$21,007,393  | \$18,566,284  | -11.6% | \$21,007,393  | \$18,566,284  | New Listing Volume             |
| -24.7% | 493           | 371           | -24.7% | 493           | 371           | Active Listing Count           |
| -17.1% | \$127,388,788 | \$105,575,882 | -17.1% | \$127,388,788 | \$105,575,882 | Active Listing Volume          |
| +10.1% | \$258,395     | \$284,571     | +10.1% | \$258,395     | \$284,571     | Average Listing Price          |
| +19%   | \$189,900     | \$226,000     | +19%   | \$189,900     | \$226,000     | Median Listing Price           |
| -14%   | 136           | 117           | -14%   | 136           | 117           | Median Days in RPR             |
| -46.8% | 17            | 9             | -      | _             | _             | Months of Inventory            |
| +5.2%  | 5.88%         | 11.05%        | +_     | _             | _             | Absorption Rate                |
|        |               |               |        |               |               | Sales Activity Charts Metrics  |
| +10.6% | 47            | 52            | +10.6% | 47            | 52            | New Pending Sales Count        |
| -19.8% | \$11,136,799  | \$8,933,700   | -19.8% | \$11,136,799  | \$8,933,700   | New Pending Sales Volume       |
| +50%   | 60            | 90            | +50%   | 60            | 90            | Pending Sales Count            |
| +23.1% | \$14,166,999  | \$17,435,750  | +23.1% | \$14,166,999  | \$17,435,750  | Pending Sales Volume           |
| -14.6% | 41            | 35            | -14.6% | 41            | 35            | Closed Sales Count             |
| +5.1%  | \$6,361,062   | \$6,686,176   | +5.1%  | \$6,361,062   | \$6,686,176   | Closed Sales Volume            |
| +23.1% | \$155,148     | \$191,034     | +23.1% | \$155,148     | \$191,034     | Average Sales Price            |
| +10.7% | \$144,560     | \$160,000     | +10.7% | \$144,560     | \$160,000     | Median Sales Price             |

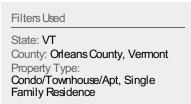


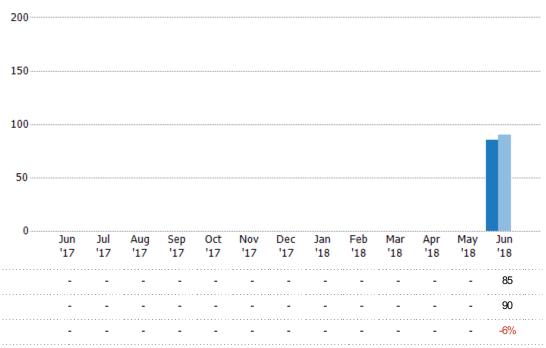




#### **New Listings**

The number of new single-family, condominium and townhome listings that were added each month.





#### New Listing Volume

Percent Change from Prior Year

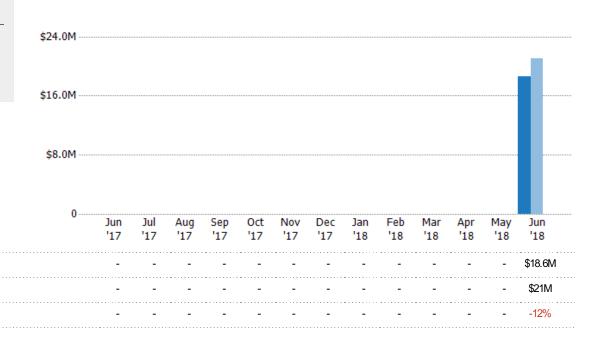
Current Year

Prior Year

Filters Used

The sum of the listing price of single-family, condominium and townhome listings that were added each month.

State: VT
County: Orleans County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





Current Year

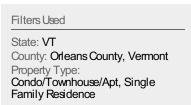
Percent Change from Prior Year

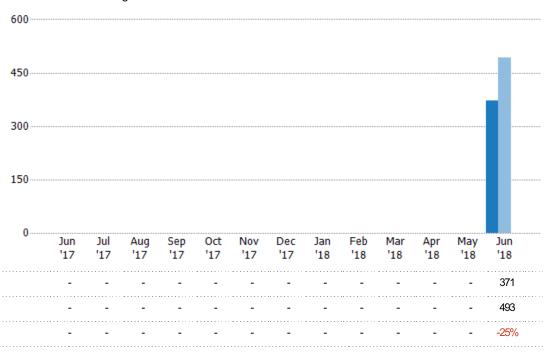




#### **Active Listings**

The number of active single-family, condominium and townhome listings at the end of each month.





#### **Active Listing Volume**

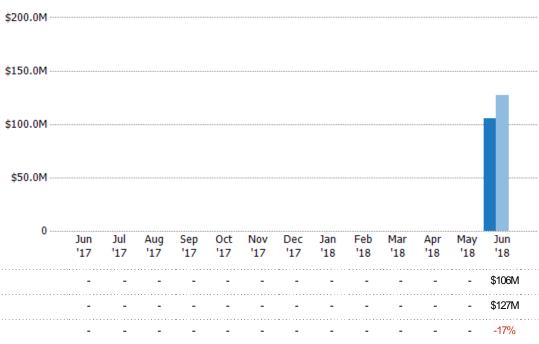
Percent Change from Prior Year

Current Year

Prior Year

The sum of the listing price of active single-family, condominium and townhome listings at the end of each month.

State: VT
County: Orleans County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

Percent Change from Prior Year



#### **Average Listing Price**

The average listing price of active single-family, condominium and townhome listings at the end of each month.

\$300K

\$150K

| Filters Used  |
|---|
| State: VT<br>County: Orleans County, Vermont<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence |
|   |

| \$225K |  |
|--------|--|

\$75K------

| 0          |            |            |            |            |            |            |            |            |            |            |            |            |
|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Jun<br>'17 | Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 |
| -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$285K     |
| -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$258K     |
| -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 10%        |

#### **Median Listing Price**

Percent Change from Prior Year

Current Year
Prior Year

The median listing price of active single-family, condominium and townhome listings at the end of each month.

\$75K

State: VT
County: Orleans County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

\$225K \$150K

0. Jun Jul Aug Sep 0ct Nov Dec Jan Feb Mar Apr May Jun '17 '17 '17 '17 '18 '18 '18 \$226K \$190K 19%



Current Year

Percent Change from Prior Year



120%



## Market Data Report

#### Average Listing Price vs Average Est Value

The average listing price as a percentage of the average AVM or RVM® valuation estimate for active listings each month.

| Avg Listing Price   | -        | -   | -   | -   | -   | -      | -   | -   | -   | -   | -   | -   | \$285K |
|---|----------|-----|-----|-----|-----|--------|-----|-----|-----|-----|-----|-----|--------|
| Avg Est Value   | -        | -   | -   | -   | _   | -<br>- | -   | -   | -   | -   | -   | -   | \$237K |
|   | '17      | '17 | '17 | '17 | '17 | '17    | '17 | '18 | '18 | '18 | '18 | '18 | '18    |
|   | 0<br>Jun | Jul | Aug | Sep | Oct | Nov    | Dec | Jan | Feb | Mar | Apr | May | Jun    |
|   | \$75K    |     |     |     |     |        |     |     |     |     |     |     |        |
|   |          |     |     |     |     |        |     |     |     |     |     |     |        |
| Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence | \$150K   |     |     |     |     |        |     |     |     |     |     |     |        |
| State: VT<br>County: Orleans County, Vermont                      | \$225K   |     |     |     |     |        |     |     |     |     |     |     |        |
| Filters Used  | \$300K   |     |     |     |     |        |     |     |     |     |     |     |        |

#### Median Listing Price vs Median Est Value

The median listing price as a percentage of the median AVM or RVM® valuation estimate for active listings each month.

State: VT
County: Orleans County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Avg Listing Price as a % of Avg Est Value

| \$300K |     |            |     |          |          |              |              |     |              |              |     |        |
|--------|-----|------------|-----|----------|----------|--------------|--------------|-----|--------------|--------------|-----|--------|
| \$225K |     |            |     |          |          |              |              |     |              |              |     |        |
| \$150K |     |            |     |          |          |              |              |     |              |              |     |        |
| \$75K  |     |            |     |          |          |              |              |     |              |              |     |        |
| _      |     | Aug<br>'17 |     |          |          |              |              |     |              |              | May | Jun    |
| '17    | '17 | '17        | '17 | '17      | '17      | '17          | '18          | '18 | '18          |              |     | '18    |
| -      | -   | -          | -   | <b>-</b> | <b>-</b> | -            | -            | -   | <del>-</del> | <del>-</del> | -   | \$196K |
|        |     |            |     |          |          |              |              |     |              |              |     |        |
| -      | -   | -          | -   | <b>-</b> | -        | <del>-</del> | <del>-</del> | -   | -            | <b>-</b>     | -   | \$226K |



Median Est Value

Median Listing Price

Med Listing Price as a % of Med Est Value





#### Median Days in RPR

The median number of days between when residential properties are first displayed as active listings in RPR and when accepted offers have been noted in RPR.

| Filters Used  |
|---|
| State: VT<br>County: Orleans County, Vermont<br>Property Type:<br>Condo/Townhouse/Apt, Single<br>Family Residence |
|   |

| 200        |            |            |    |   |   |   |            |   |   |            |            |            |
|------------|------------|------------|----|---|---|---|------------|---|---|------------|------------|------------|
| 150        |            |            |    |   |   |   |            |   |   |            |            |            |
| 100        |            |            |    |   |   |   |            |   |   |            |            |            |
| 50         |            |            |    |   |   |   |            |   |   |            |            |            |
| -          |            |            |    |   |   |   |            |   |   |            |            | _          |
| Jun<br>'17 | Jul<br>'17 | Aug<br>'17 |    |   |   |   | Jan<br>'18 |   |   | Apr<br>'18 | May<br>'18 | Jun<br>'18 |
| -          | -          | -          | =. | - | - | - | -          | - | - | -          | -          | 117        |
| -          | -          | -          | -  | - | - | = | -          | - | - | -          | -          | 136        |
| -          | -          | -          | _  | - | - | - | -          | - | - | -          | -          | -14%       |

#### Months of Inventory

Percent Change from Prior Year

Current Year
Prior Year

The number of months it would take to exhaust active listings at the current sales rate.

State: VT
County: Orleans County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

10 Jun Jul Aug Sep 0ct Νον Dec Feb Mar Apr May Jun Jan '17 '17 '17 '18 10.6 17.6



Current Year

Prior Year

Percent Change from Prior Year





5%

#### **Absorption Rate**

The percentage of inventory sold per month.

Filters Used State: VT

County: Orleans County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence

| 10% |  |
|-----|--|
|     |  |
|     |  |
|     |  |
|     |  |

|                        | 0          | 0          |            |            |            |            |            |            |            |            |            |            |            |  |
|------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|--|
|                        | Jun<br>'17 | Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 |  |
| Current Year           | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 9%         |  |
| Prior Year             | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | 6%         |  |
| Change from Prior Year | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -4%        |  |

#### Active/Pending/Sold Units

The number of single-family, condominium and townhome properties that were Active, Pending and Sold each month.

Filters Used State: VT County: Orleans County, Vermont Property Type: Condo/Townhouse/Apt, Single Family Residence

300 200 100 0 Jun Jul Aug Sep 0ct Νον Dec Jan Feb Mar Apr May Jun '17 '17 '17 '17 '17 '17 '18 '18 '18 371 90



Active

Sold

Pending



35

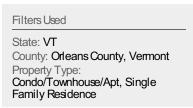
Current Year

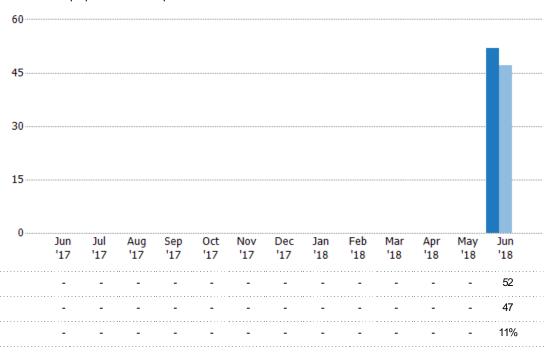
Prior Year

## Market Data Report

#### **New Pending Sales**

The number of single-family, condominium and townhome properties with accepted offers that were added each month.



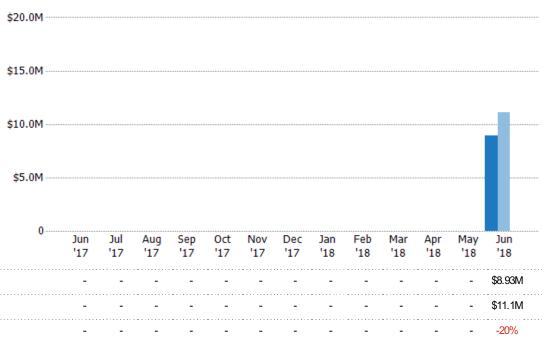


#### New Pending Sales Volume

Percent Change from Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were added each month.

State: VT
County: Orleans County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence





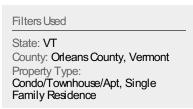
Current Year

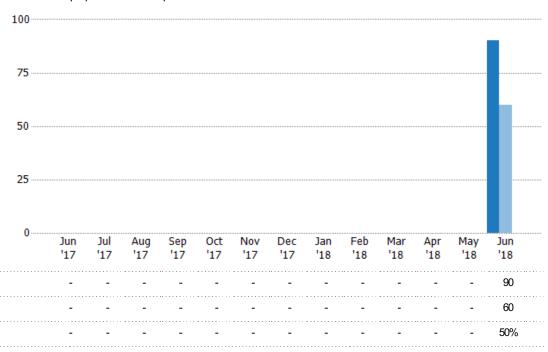
Percent Change from Prior Year



#### **Pending Sales**

The number of single-family, condominium and townhome properties with accepted offers that were available at the end each month.





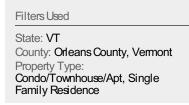
#### Pending Sales Volume

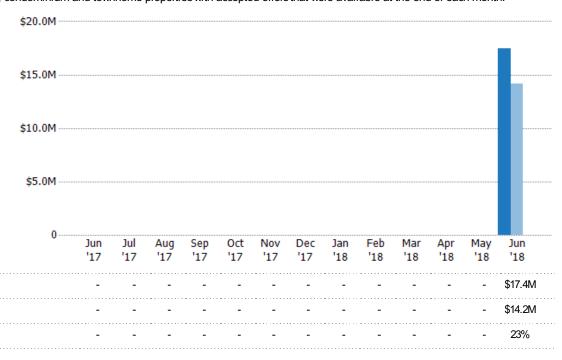
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties with accepted offers that were available at the end of each month.





Current Year

Percent Change from Prior Year

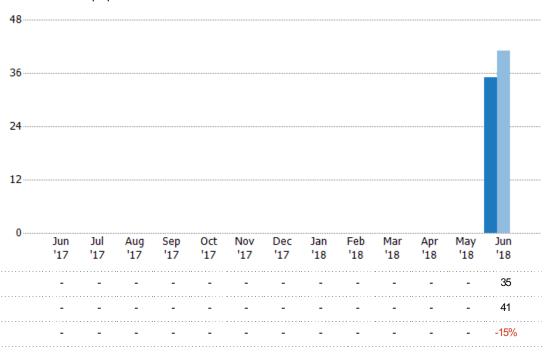




#### **Closed Sales**

The total number of single-family, condominium and townhome properties sold each month.

State: VT
County: Orleans County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



#### **Closed Sales Volume**

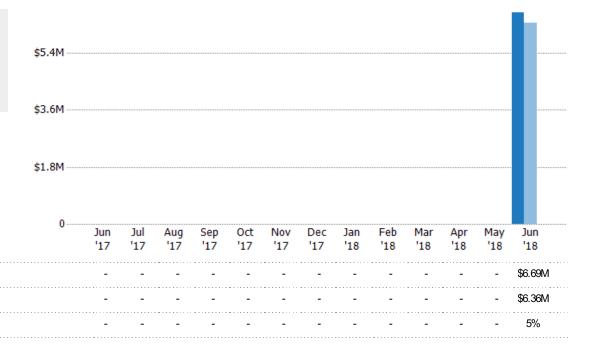
Percent Change from Prior Year

Current Year

Prior Year

The sum of the sales price of single-family, condominium and townhome properties sold each month.

State: VT
County: Orleans County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence



Current Year

Percent Change from Prior Year



#### Closed Sales by Property Type

The percentage of single-family, condominium and townhome properties sold each month by property type.

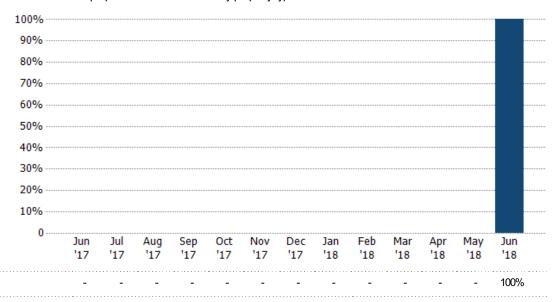


State: VT

County: Orleans County, Vermont

Property Type: Condo/Townhouse/Apt, Single

Family Residence



#### **Average Sales Price**

Family Residence

Current Year

Single Family Residence

The average sales price of the single-family, condominium and townhome properties sold each month.

\$200K

0

Jul

| Filters Used                                  |
|---|
| State: VT<br>County: Orleans County, Vermont  |
| Property Type:<br>Condo/Townhouse/Apt, Single |

\$150K \$100K

\$50K

| '1/   | '1/ | '1/ | '1/ | '1/ | '1/ | '1/ | '18 | '18 | '18 | '18 | '18 | '18    |
|-------|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|-----|--------|
| <br>- |     | -   |     |     |     |     | -   |     |     |     | -   | \$191K |
| _     | _   | _   | _   | _   | _   | _   | _   | _   | _   | _   | _   | \$155K |





May

Jun



#### Median Sales Price

The median sales price of the single-family, condominium and townhome properties sold each month.

| Filters Used   |
|--|
| State: VT County: Orleans County, Vermont Property Type: |
| Condo/Townhouse/Apt, Single<br>Family Residence          |

| \$50K  |      |      |      |      |      |      |
|--------|------|------|------|------|------|------|
|        |      |      | <br> | <br> | <br> |      |
| \$100K | <br> | <br> | <br> | <br> | <br> | <br> |
| \$150K | <br> | <br> | <br> | <br> | <br> | <br> |
|        |      |      |      |      |      |      |

| Current Year                   | - | - | - | - | - | - | - | - | - | - | - | - | \$160K |
|--------------------------------|---|---|---|---|---|---|---|---|---|---|---|---|--------|
| Prior Year                     | - | - | - | - | - | - | - | - | - | - | - | - | \$145K |
| Percent Change from Prior Year | - | - | - | - | - | - | - | - | - | - | - | - | 11%    |

#### Average Sales Price vs Average Listing Price

The average sales price as a percentage of the average listing price for properties sold each month.

State: VT
County: Orleans County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Avg Sales Price as a % of Avg List Price

| \$300K          |   |            |   |   |   |   |   |   |   |   |   |        |
|-----------------|---|------------|---|---|---|---|---|---|---|---|---|--------|
| \$225K          |   |            |   |   |   |   |   |   |   |   |   |        |
| \$150K          |   |            |   |   |   |   |   |   |   |   |   |        |
| \$75K           |   |            |   |   |   |   |   |   |   |   |   |        |
| 0<br>Jun<br>'17 |   | Aug<br>'17 |   |   |   |   |   |   |   |   |   |        |
| -               | - | -          | - | - | - | - | - | - | - | - | - | \$203K |
| -               | - | -          | - | - | - | - | - | - | - | - | - | \$191K |
| -               | - | -          | - | - | - | - | - | - | - | - | - | 94%    |



Avg List Price

Avg Sales Price





#### Median Sales Price vs Median Listing Price

The median sales price as a percentage of the median listing price for properties sold each month.

Filters Used

State: VT
County: Orleans County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

| \$200K     |            |            |            |            |            |            |            |            |            |            |            |            |
|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| \$150K     |            |            |            |            |            |            |            |            |            |            |            |            |
| \$100K     |            |            |            |            |            |            |            |            |            |            |            |            |
| \$50K      |            |            |            |            |            |            |            |            |            |            |            |            |
| 0          |            |            |            |            |            |            |            |            |            |            |            |            |
| Jun<br>'17 | Jul<br>'17 | Aug<br>'17 | Sep<br>'17 | 0ct<br>'17 | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 |
| -          | -          |            | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$168k     |
|            |            |            |            |            |            |            |            |            |            |            |            |            |
| -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | -          | \$160k     |

#### Average Sales Price vs Average Est Value

The average sales price as a percentage of the average AVM or RVM® valuation estimate for properties sold each month.

Filters Used

State: VT
County: Orleans County, Vermont
Property Type:
Condo/Townhouse/Apt, Single
Family Residence

Avg Sales Price as a % of Avg Est Value

Med Sales Price as a % of Med List Price

Median List Price

Median Sales Price

| 25K   | <br> | <br> |            |            |            |            |            |     |     |              |
|-------|------|------|------------|------------|------------|------------|------------|-----|-----|--------------|
|       |      |      |            |            |            |            |            |     |     |              |
| .50K  | <br> | <br> |            |            |            |            |            |     |     | ************ |
| 7514  |      |      |            |            |            |            |            |     |     |              |
| .75K  |      |      |            |            |            |            |            |     |     |              |
| ,, JK |      | <br> |            |            |            |            |            |     |     |              |
| 0     | <br> | <br> |            |            |            |            |            |     |     |              |
| 0     |      | <br> |            |            |            |            |            |     |     |              |
| 0     | <br> | <br> | Nov<br>'17 | Dec<br>'17 | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr | May | <br>Jun      |
| 0     | <br> | <br> | Nov<br>'17 |            | Jan<br>'18 | Feb<br>'18 | Mar<br>'18 | Apr | May | Jun<br>'18   |



Avg Est Value

Avg Sales Price





Median Est Value

Median Sales Price

Med Sales Price as a % of Med Est Value

# Market Data Report

#### Median Sales Price vs Median Est Value

The median sales price as a percent of the median AVM or RVM® valuation estimate for properties sold each month.

| Filters Used                    |
|---------------------------------|
| State: VT                       |
| County: Orleans County, Vermont |
| Property Type:                  |
| Condo/Townhouse/Apt, Single     |
| Family Residence                |

| \$150K     |            |   |            |   |   |   |   |   |            |            |            |            |
|------------|------------|---|------------|---|---|---|---|---|------------|------------|------------|------------|
| \$100K     |            |   |            |   |   |   |   |   |            |            |            |            |
| \$50K      |            |   |            |   |   |   |   |   |            |            |            |            |
| 0          |            |   |            |   |   |   |   |   |            |            |            |            |
| Jun<br>'17 | Jul<br>'17 |   | Sep<br>'17 |   |   |   |   |   | Mar<br>'18 | Apr<br>'18 | May<br>'18 | Jun<br>'18 |
| _          | -          | - | -          | - | - | - | - | - | -          | -          | -          | \$194K     |
| -          | -          | - | -          | - | - | - | - | - | -          | -          | -          | \$168K     |
|            |            |   |            |   |   |   |   |   |            |            |            |            |



